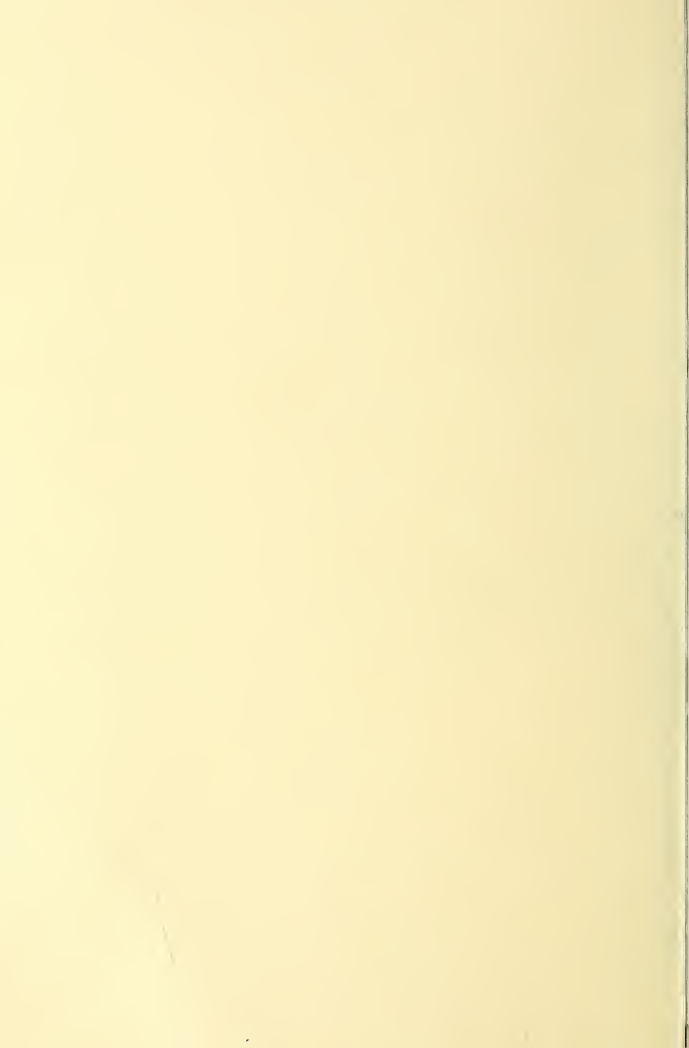


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Seed Marketing Investigations.

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# L.K. Ellsberry & Co.

## Geneseo, Illinois



# PURE BRED SEED CORN

Picked in a Sack  
Dried on a Rack





# Our Pure Bred Seed Corn Wins The Prize



## This Cup

This cup was won by Elmer G. Hintz of Phoenix Township, at the Corn Show for the 15th Congressional District held at Geneseo, December 28th, 1914. HE USED OUR SEED.

## 98.13 Bushels Per Acre

At the same show, Arvid M. Ditek took First Prize on Acre Yield. He grew 98.13 bushels per acre. The largest yield in Henry County. HE USED OUR SEED.

## Read These Letters

MONTZUMA, IOWA, Nov. 3d, 1916.

L. K. ELLSBERRY & Co.,  
Geneseo, Ill.

Dear Sirs:—

In answer yours October 31st can't speak in terms too highly for your seed corn. Have sold it for three or four years and every year a number of customers repeat, want some of same kind of that Geneseo seed corn. Could have sold good many more bushels last year if you could have furnished it. Glad you have good supply on hand for next year; we will be on hand calling for plenty of it without a doubt. You are doing a wonderful lot of good on seed corn for the corn raiser and public. Let good work go on.

Yours for success,

KING GRAIN & FEED CO.

WOODHULL, ILL., Nov. 13th, 1916.

Gentlemen:—

The seed corn that I got of you last spring grew fine. I got a good stand and all of my early corn made 50 bushels or more.

I have planted your seed two years and think it will grow and yield as good as any corn I know of.

Yours truly,

S. P. BROWNLEE.

## Makes Seventy-Five Bushels in Iowa

BONDURANT, IOWA, Nov. 11th, 1916.

Gentlemen:—

As to the seed corn that I got from you last spring it was sure fine and am well pleased with the results that I have. It averaged about 75 bu. to the acre,

while other seed corn I purchased grew to make about 55 to 60 bu. per acre, so I think the order was well placed when I ordered from your house. I have as fine corn as I ever saw from any seed.

Respectfully yours,

J. M. CRAWFORD.

## Best Bred Corn in Grundy County, Ill.

MORRIS, ILL.

Dear Sirs:—

The seed corn I received from your company grew very good. I was well pleased with it. I had enough to plant 240 acres which averaged forty-five bushels to the acre. We have a crop advisor in this county who told me that it was the best bred corn that he had seen in the county.

Yours respectfully,

E. W. MATTESON.

## Makes Ninety-Six Bushels Per Acre

WATAGA, ILL., Dec. 15th.

Dear Sir:—

I sent for some of your Reid's Yellow Dent shelled seed corn last spring with Jean Taylor's order. I planted a piece four rods by forty rods and took good care of it. There was no other corn near it so that it could not mix. The average yield per acre was ninety-six bushels. I was well pleased with the corn. I showed the seed I got from you to the neighbors, some school teachers and corn judges. They all said it was good seed.

Yours truly,

WALLACE BEHRINGER.

R. F. D. No. 7.



## PICKED IN A SACK-DRIED ON A RACK

### WHY BUY ELLSBERRY SEED?

**W**ILL YOU have more corn? Will you have better corn? These are the things you want to know before you buy your seed corn. And it is to answer such questions that we are sending you this book. We will try to tell you how we take care of the seed we send out; show you some pictures of the way we handle it and what we consider the ideal type of each variety; but better than all, we are putting in this booklet a few of the many letters which tell how other farmers have made money from using our seed.

Here is a letter we received last June and it pleased us to get it for we are like you, we like to hear words of praise once in a while:

L. K. Ellsberry & Co., Geneseo, Ill.

Cambridge, Ill., June 5th, 1916.

Gentlemen: I can't help but write you and thank you for the seed corn you sent me. I believe every kernel grew. All my neighbors have been replanting. They used their own seed. My corn looks fine. I again thank you and remain,

Yours truly,

EMIL N. PETERSON,

Now it made Mr. Peterson money when he bought our seed. It paid him; it paid lots of others and it will pay you. To satisfy all these customers is a big pleasure to us. We like to feel we are doing something really worth while.

Another thing that makes us feel good is that when a man comes to our seed house looking for seed corn, he always buys from us.

Come, visit us and see our big seed house filled with ten thousand bushels of the finest seed corn you ever saw.

If we could get every man who receives this booklet to visit our plant, we would be entirely sold out in thirty days.

But all of you can't come, so we do the next best thing. We guarantee our corn to satisfy you. We ship it to you and then if it doesn't suit, you can send it back and we will pay freight both ways.

We are proud of our corn, proud of the hundreds of fine letters we receive (a few of which we publish herewith), and proud of the many customers who buy from us year after year.

We thank our friends for their splendid patronage and all we ask is that you send your order early so we won't have to send your money back after we are sold out

Yours for seed corn success,

L. K. ELLSBERRY & CO.



# ELLSBERRY'S SURE STAND SEED CORN



Our Plant at Geneseo, Illinois.

## Where We Are Located

**O**UR plant is at Geneseo, Henry County, Illinois, and all our seed is grown within six miles of this place. Geneseo is one of the best points we know of for the growing of seed corn. For this reason: The soil around here has a sand element in it which matures corn. We grow the high yielding, early maturing seed.

There are people who take our seed and get bigger yields than we do because they have a blacker, heavier soil, but for the seed corn business you must have corn that gets ripe. And our soil here matures our corn early so we can get it in storage before the freezes come. It is quality corn and bred for yield and maturity.

We had a successful season last year. Not because we sold all the seed corn we had, but **BECAUSE OUR CUSTOMERS WERE PLEASED AND SATISFIED WITH THE SEED WE SENT THEM.**

L. K. ELLSBERRY & Co.,  
Geneseo, Ill.  
Gentlemen:—

The seed corn I got of you last spring was very satisfactory and turned out well after the circumstances of dry weather and it was well matured before the early frost. We had seed from four different places last spring and your seed was the best of any and matured ten days earlier than the rest.

Yours truly,

NELS PETERSON.

### One Hundred Bushels Per Acre

STREATOR, ILL., 1915.

Dear Sirs:—

Your letter received and noted. In regard to seed corn I purchased from you this spring will say that I have a very fine stand and not many hills missing. The corn grew very high, some over 16 feet, having ears from 14 to 14½ inches long. I have gathered my seed but not the rest of the five acres which I

know will yield close to one hundred bushels to acre. Thanking you for past favors, I am

Respectfully yours,  
FINN ROEDER.

The seed corn we saw this morning had evidently been selected with care and was being stored under as nearly ideal conditions as possible. It evidenced the most modern methods advocated by the agricultural colleges.

(Signed)

B. H. CROCHURON,  
Ass't. Prof. Agr. Extension, Uni. of Cal., and State  
Leader in Cal. for U. S. Dept. of Agr.

WALNUT, ILL., Nov. 17, 1916.

L. K. ELLSBERRY & Co.,  
Geneseo, Ill.

Dear Sirs:—

The seed corn I got of you in the spring proved very satisfactory, all grew and matured.

Yours respectfully,  
GLENN PEACH.



## PICKED IN A SACK-DRIED ON A RACK



Showing the end of one of our drying vaults. These are built over a slatted floor and as shown in picture have a four foot high ventilator running entire length.

## How We Grow Our Seed

### Our Plan

Here is the way we grow our seed. We plant and husk out our breeding plots ourselves, and from these and the multiplying plots we get the seed with which we supply the farmers who grow seed for us.

### The Best Farmers

We furnish the best and most up-to-date farmer with seed for his acreage. He takes the seed, plants the corn and cultivates it, but the corn belongs to us absolutely from the day planted and is delivered to us or picked by us whenever we want it, if it will do for seed corn. If there is no seed corn in it, he keeps the crop or markets it any way he chooses. As we have only the best farmers, we have forty to fifty good live men looking after our interests all the time because we have a clause in our contract which says that if the corn isn't of proper seed quality, it can be rejected, and he does his best to grow first quality corn.

### Five to Eight Dollars More Per Acre

A perfect stand means from \$5.00 to \$8.00 per acre more; and then thoroughbred seed will give you a yield of from five to twenty bushels more than if you planted "run out" seed. Therefore, if you plant Our Seed, you get two of the essentials of a bumper crop. Viz.: Perfect stand and high yielding seed, as our corn is grown from ears selected for their high yields in our breeding blocks.

"Corn bred for several years for increased yield will produce, with exactly the same treatment, ten, twenty or even forty bushels more per acre than unselected seed."—Bulletin 229, U. S. Dept. of Agriculture.

### What Our Bankers Say:

TO WHOM IT MAY CONCERN:

We are personally acquainted with Mr. Elsberry, Mr. Sutton and Mr. Withrow who comprise the firm of L. K. Elsberry & Co., and know them to be responsible and reliable men who are striving to supply their customers with high quality seed corn. We believe they will sustain every statement they make in their seed catalog.

GENESEO, ILLINOIS.

FARMERS NATIONAL BANK, By J. A. Bradley, Cashier.  
FIRST NATIONAL BANK, By Chas. M. Morton, Cashier.



# ELLSBERRY'S SURE STAND SEED CORN

## Why You Should Buy Your Seed Corn of Our Company

### Largest Growers in the World

**F**IRST: You should get your seed corn from us because, combined with The G. D. Sutton Co. of Mason City, Ill., of which we are a part, we are the largest growers of seed corn in the United States. There are many ways by which so-called seed corn men get their corn; the large general seed houses who sell everything from radish seed to evergreen trees, raise very little, if any, of their seed corn. They go out and buy it by the carload, sometimes from other seed corn men, sometimes from farmers who sell them crib corn just like you have on your farm and sometimes they even go on the market and buy number two corn, grade it and sack it and ship it out for seed corn. Then, there is another class of seed corn men who try to raise all the corn they sell, on their own farms; they seldom have a good equipment for drying and caring for their corn, but the main objection to their method is, that their corn gets mixed with other varieties, and sometimes they sort out corn from other fields in which there is no real seed corn.

### Our Method

Now, our method is entirely different from these. We grow all our corn within a radius of six miles of Mason City and Geneseo. It takes about 6,000 acres of land to grow our seed corn, but we did not take corn from all this land. We took seed from only those fields which had seed corn in them. In other words, if a local hail or wind storm damages a field, we don't use that field for seed purposes but go to another section which was not hurt by the storm. Another thing, it gives the correct soil for each variety. By doubling the acreage we can possibly use, we get better seed corn because we have a greater acreage to select from. The man who has only a few hundred acres in one place is compelled to take his seed corn from that place and when the corn is injured in that section, he is compelled to use his inferior corn for seed or have no seed at all. With us, when a field of corn is injured in any way, we simply reject it and go to a field that is good. We are always sure of good seed, while the small seed grower is not.

### Isolate Each Variety

The second reason is: We can isolate our fields and keep each variety pure, while the seed man who tries to grow all his seed on one tract cannot do so. Pollen will blow a half-mile or more, so that it is necessary to have a variety of seed surrounded by fields of same variety. The man who grows all his seed on one tract cannot do this, but is compelled to plant different varieties close together.

### Grow Our Seed From Breeding Blocks

The third reason is: We grow our seed from seed selected from breeding blocks so that our seed is from individual ears of high yielding records. That is the reason our customers get such big ears. The big general seed corn man gets his seed whenever and however he can, so that his corn at best is only a grade corn. Buy your seed only of men who grow the seed themselves.

### Best Equipped to Take Care of The Seed

The fourth reason is: We are the best equipped for caring for our seed after we get it into the houses. We have three immense plants; capacity 75,000 bushels. Our hangers, if placed end to end, will measure over forty miles with two ears of corn for every 4 inches; our drying vaults, if placed end to end, will measure over one-quarter of a mile. Our ventilating flues running through the corn will measure approximately three-quarters of a mile. We have five large furnaces, in whose cold air ducts are large electric fans which run night and day and drive the dry air up through the corn. We burn six to eight carloads of coal annually. Our buildings have about 300 ventilating doors and windows by means of which we can open the entire sides of the houses on the dry, warm, windy days of early fall, and by closing which we can make the houses tight when the cold wet weather comes and we have to start up the furnaces. We dry all we can by nature and use heat only to supplement the natural fall winds. This system perfectly dries out our seed and is the reason for Ellsberry's Sure Stand Brand.



# PICKED IN A SACK-DRIED ON A RACK

## Grow All Our Own Seed

We grow all of our seed within hauling distance of our seed houses, going out as far as four or five miles. This gives us an immense territory and a pick of the soil, and we can isolate our varieties. When a farmer adjoins one of our fields and is going to plant corn of a different variety, we supply him with seed of same variety.

Our plan is the best plan of all. We formerly farmed and grew our own seed, but found it very unsatisfactory to say the least and for several reasons. You can't keep your corn pure because pollen blows so far.

It is not possible to keep over one-third of the acreage in corn, if you keep up the fertility and this you must do if you grow good corn. 300 to 350 acres of corn is about all that can be grown on a 1,000-acre tract, so it is a small factor in the seed business. A seed man advertising this way draws attention to three things. First, mixed seed. Second, too much hired help and not enough personal interest, with the natural result, poor quality of corn. Third, can have only a limited quantity of seed at the most and in case of a local damage, has no other place to get his seed.

## Seed Corn Our Only Business

In conclusion: We devote all our time to the breeding, storing, sorting, testing and shipping of seed corn.

We grow our seed by contract with our best farmer neighbors, furnishing all the seed from breeding plot stock. We put out more corn than we can use and take only the best.

## Each Ear Examined and Butted and Tipped by Hand

The fifth reason is: We are more careful in getting our seed out. Each one of our men works at a table by himself—he examines each ear and uses a jackknife and a cob in the old-fashioned way. WE TIP AND BUTT OUR CORN BY HAND—WE DO NOT DO IT BY MACHINERY. We will not get out poorer seed in order to save money on labor. Our ear corn is examined one ear at a time and several grains taken out and examined with a knife. Our shelled seed is examined in the same way and then butted and tipped by hand. We do not butt and tip by machinery, but by hand, so that bad corn may be detected more easily, before going to the sheller and then run over a mammoth grader that takes out any irregular grains, making a uniform seed for the edge-drop planter.

In summing up, if you get seed of us, this is what you get: Early selected, thoroughbred, high yielding seed. Carefully selected and of highest germinating power. Result: Even stand and big yield of choice corn.

## From a Small Beginning to the Largest in the World

Our business has grown, The G. D. Sutton Co., of which The L. K. Ellsberry Co. is a part, from nothing to the largest of its kind in the world. Why? Because we have kept our standard high—thoroughbred, high yielding seed with the very strongest germination. Others pattern after us but we are always a few years ahead of them. Our system of drying is the very best.

## You Get What You Pay For

Our answer is: We are the largest seed corn firm in the world. If we did not absolutely send out the very best seed, we couldn't and wouldn't be the largest firm in the world growing seed corn. When you buy seed corn of us, you get what you buy—seed corn—thoroughbred, high yielding and strong in germination. Don't buy your seed corn of a general seed house because you don't know what you are getting; nor of the little fellow, who has good corn but no special place to keep it, as high germination is the most important factor in good seed corn. Remember that we butt and tip by hand—no machine used in getting our seed except small two-hole shellers and mammoth graders.

## Use Only High Germinating Seed

The condition of corn all over the country will not warrant you planting it unless it has been selected early and artificially dried. Therefore it is very necessary that you order your seed of some good reliable seed house. You simply can't afford to overlook this. Do it now, before it is too late, as all legitimate seed houses will not be able to supply the demand. Order early and have it shipped later. Do it now.



# ELLSBERRY'S SURE STAND SEED CORN

## Increase Your Corn Acreage

**T**HE high price which corn is bringing on the market means we ought to do two things. First, we ought to increase our acreage of corn. Second, we ought to plant Ellsberry Sure Stand Seed Corn and take no chances. Corn has been selling in Chicago for over a dollar a bushel, and it looks like it will go much higher. Think what it means to raise 80 or 90 bushels of corn and get a dollar a bushel for it!

This is the year for a big acreage, a big yield, and a big price. Now is the time to raise corn and pay off that mortgage, or lay away some money to buy another farm.

But to do it a fellow must start with tip-top seed. When corn was 40 cents a bushel you could take more chances, but when it is around the dollar mark every kernel of seed corn means about 2 cents gain if it grows and 2 cents loss if it doesn't grow.

Again we say, order early and get a big yield and a big price by using Ellsberry's Sure Stand Seed.

### Poor vs. Perfect Stand

If you plant poor seed, have missing hills, and get an eighty per cent stand, you lose twenty per cent of your corn crop. On an eighty-bushel yield at 85 cents per bushel, this means \$13.60 per acre loss, which is good rent on high priced land. Buy your seed of us at less than 50 cents per acre and get a perfect stand.

#### Well Satisfied

L. K. ELLSBERRY & Co.  
WILTON, IOWA, Nov. 8th, 1916.

Dear Sirs:—

In answer to your letter just received about that seed corn I purchased of you last spring: I can say with the greatest of pleasure that it grew good. I am husking the corn now, it is good quality and is yielding about 60 bushels per acre. I remain,

Yours truly,  
CHRIS. ANGERER.

#### Seventy Bushels Per Acre

L. K. ELLSBERRY & Co.  
LORAIN, IOWA, Nov. 7th, 1916.

Geneseo, Ill.

Gentlemen:—

In answer to your inquiry about the seed corn I bought of you last spring will say that I am well satisfied the way it grew and is yielding, got a fine stand, and it is making about 70 bushels more this year. That's 10 bushel more than corn of my seed.

Yours respectfully,  
C. L. HANSEN.

#### Bought Sixty Bushels of Seed—Made Eighty-Five Bushels Per Acre.

PROPHETSTOWN, ILL.

Gentlemen:—

I bought sixty bushels of your seed, using fifty bushels myself and let some of my neighbors have the other ten bushels. My own averaged fifty bushels and part of it went as high as eighty-five bushels per acre. My neighbors who used your seed are all well pleased and I am so well pleased that I want forty more this year.

J. B. RICHMOND.

L. K. ELLSBERRY & Co.  
MILAN, ILL., Nov. 9th, 1916.

Geneseo, Ill.

Dear Sirs:—

The seed corn I bought of you grew fine. I got a good stand and it yielded good. I have picked my next year's seed out of it.

Yours truly,  
R. M. YOUNG.

#### Used Our Seed For Five Years

ALEXIS, ILL.

Dear Sirs:—

Your corn grew fine as it always has for me. I have been using your corn for five years and have always had good stands while others have had to replant. I never have where I used your corn. I have no reason

to kick on the crop this year. You will hear from me when I need more corn.

Yours very sincerely,  
E. F. BROWNLEE.

L. K. ELLSBERRY & Co.

Gentlemen:—

Your seed corn is alright. I got good stand and good big ears. My corn will average forty bushels to the acre.

Yours,  
JOHN MCNEIL.

#### Our Corn Pleases on the Velie Farm

L. K. ELLSBERRY & Co.  
MOLINE, ILL., Nov. 9th, 1916.

Geneseo, Ill.

Gentlemen:—

We are very satisfied with the seed corn which we bought from you. They came up fine, and we have the best crop in the neighborhood. We picked a large supply of seed corn this year because the corn was so good.

Very truly yours,  
ALPHONS SCHUTTEMAN,  
Manager Velie Farm.

L. K. ELLSBERRY & Co.  
HOOPFOL, ILL., Nov. 6th, 1916.

Geneseo, Ill.

Gentlemen:—

The seed from your house that was used by us last spring was very satisfactory. It was strong in germination and matured early. Your seed is just what you say it is and would recommend your house to anyone needing seed corn.

Very respectfully,  
S. M. SOMMERS.

Gentlemen:—

Last spring I planted twenty-four acres of corn using Geneseo seed. It turned out about fifty-five bushels to sixty bushels per acre, which is fifteen bushels higher than the average for this locality this year. I expect to buy my seed of you next year, for I am quite sure that seed of my own picking could not do as well as yours did this season.

Very truly yours,  
JOS. E. MOSIMAN.

L. K. ELLSBERRY & Co.  
ARROWSMITH, ILL., Nov. 9th, 1916.

Geneseo, Ill.

Gentlemen:—

The seed corn I got of you grew good. I got a good stand.

Yours truly,  
W. A. SCOTT.



# PICKED IN A SACK-DRIED ON A RACK

## We Hold Our Trade

ONLY permanent customers can make permanent success. Only satisfaction can make permanent customers. On this belief we base the handling of our business. We do not aim to sell to the million farmers. We do aim to please continuously our constantly increasing part of that million to whom we sell whenever they need seed corn.

We hold our trade.

Year after year we sell to the same customers. Relatives, business associates and friends recommend our Sure Stand Seed Corn to one another.

We offer the best seed corn we know how to get out; it is a sincere effort on our part to hold our customers through their satisfaction with Ellsberry's Sure Stand Seed Corn.

L. K. Ellsberry & Co.,  
Geneseo, Illinois.

Gentlemen:

We are pleased to recommend your seed to any farmer anywhere. We have visited your plant and know how you handle your corn; we have seen the way you store it, sort it and test it and grade it. Furthermore, we have bought your seed and used it with excellent results. Any who orders seed from you will get a square deal.

(Signed)

CLARENCE PAYNE  
F. C. SWIGER  
ALBERT R. MILLER  
J. W. TERPENING  
JOHN HARTMAN  
FRANK B. STEVENS  
JACOB LIEBEE & SON  
ALBERT HULTING  
ALBERT YANKE  
WM. OBRECHT  
DAN MOORE  
FRANK A. JOHNSON  
H. H. WITHROW  
GEO. H. BILLINGS  
CHAS. OLSON  
VIRGIL McHENRY  
HARRY CLIFTON  
PAUL PRITCHARD  
ED. LARSON

EDGAR JOHNSON  
HENRY WEISSJOHN  
RAY FERGUSON  
S. W. SHAFER  
JOHN SHAFER  
W. L. ANDREWS  
A. A. ANDREWS  
WILLIS EVANS  
MELL VAN HERZLE  
PHILIP PARSON  
OTTO PETERSON  
OSCAR PETERSON  
MERTON FERGUSON  
GUST. NEITMAN  
E. O. JOHNSON  
FRANK A. HOLKE  
CLIFFORD HAINES  
WELLS ANDREWS  
W. A. WALTERS

ABEL WARD  
PAUL FARBER  
HENRY LARSON  
EMERY AGUE  
J. C. SEARLE  
JAS. E. SEARLE  
C. F. EDWARDS  
IRA SIEREN  
JOHN BOLLEN  
WARD SIEBEN  
WILL BOLLEN  
C. HEEREN  
LEO. LENARD  
F. L. LEONHART  
CLYDE FORD  
D. S. COLLINS  
EVERETT SMITH  
JOHN F. SMITH  
GEO. F. WARD

FRANK L. FASSETT  
GEO. O. WITHROW  
CHESTER LAUDERBAUGH  
HAMMON LOUIS  
WESTON FRANK  
ARNOLD JOHNSON  
ALEX. LOUGHIN  
HENRY KLAVAHN  
MELL BYSSE  
JOHN BODA  
WILFRED NELSON  
GEORGE FARNUM  
FRED CARLSON—Osco, Ill.  
HARRY E. BROWN  
ADAM FIEDLER  
SAM HUTCHINSON  
CLARENCE WARD  
HERMAN A. GLATTHAAS

## They Buy of Us Every Year

They do not make any effort to save their seed but get it of us each year. Most of these customers are large farmers, using from ten to fifty bushels of seed corn. They tell us that they have found that it pays to get their seed corn of us each year. When you figure the expense of getting out your own seed, you will find that it costs but little more to buy it of us and we are much better prepared to take care of it than the average farmer. Our seed assures you a perfect stand.

Order early and we will ship it any time you say. We are simply quoting our old customers when we say they want Ellsberry's Sure Stand Seed Corn.

L. K. ELLSBERRY & Co.,  
Geneseo, Ill.

Gentlemen:—

Replying to your letter will say that the seed corn I bought of you was the nicest shelled seed I ever got and it certainly came up nice.

Respectfully,

L. S. LAURITZEN.

ALEXIS, ILL., Nov. 27, 1916.

Gentlemen:

In answer to your letter, which we received some time ago, the corn was of very good quality and think every grain of it grew, but it was under water, which, of course, was not expected. We also had the best quality of corn this year that we have had for some time. We have also picked out some nice seed corn of it for next year. Therefore, if we ever need any more seed corn, will know where to get it and get right good corn. Please send me one of your catalogs. Hoping you good success in business.

Yours truly,

CHAS. A. SWANSON.

DWIGHT, ILL., 1916.

L. K. ELLSBERRY & Co.

Gentlemen:—

The seed corn which I bought of you last spring was excellent. It made a good stand and matured early. Our crop was poor, due to the excessive heat.

JAMES PIKE.

ARROWSMITH, ILL., Nov. 23, 1916.

L. K. ELLSBERRY & Co.,  
Geneseo, Ill.

Dear Sirs:—

I will say in regard to the seed corn I bought of you last spring, it was satisfactory in every respect and I believe the best corn I ever raised. I am well pleased and wish you success. Yours truly,

J. H. GADDIS.

GALESBURG, ILL., Dec. 5, 1916.

L. K. ELLSBERRY & Co.

Dear Sirs:—

I planted the seed corn I got from you and got extra good stand. I am going to plant 60 acres next year, picked from that field.

ANDY YUNKER.

PONTIAC, ILL., Nov. 23, 1916.



# ELLSBERRY'S SURE STAND SEED CORN

## Regular Stock of Seed Corn

**W**E call the seed gathered at early husking time our regular stock because we sell many times as much of this seed as we do the "Picked in a Sack, Dried on a Rack" seed and have made our enviable reputation on our shelled seed of this regular stock. The "Picked in a Sack, Dried on a Rack" is selected before husking time by going through the fields with sacks. This seed is ideal, of course, but costs more money owing to extra expense of gathering and excessive shrinking. We see to it that the germination of both is perfect.

Our "regular stock" of seed is always in long before the elevators will take corn. We take in our seed when it contains twenty to twenty-six per cent moisture and artificially dry it with hot air and electric fans. This assures the seed from freezing and assures perfect germination, while seed that freezes is lower in germination. Our seed when shipped to our customers contains only from ten to twelve per cent moisture, while the corn you deliver to the elevator contains about eighteen per cent moisture. This is why our seed grows such vigorous plants.

This year we offer Reid's Yellow Dent only in regular stock.

Order now. We will ship at once or later, as you please.

SCRANTON, IOWA.

Sirs:—

In regard to the seed corn I purchased last spring grew fine. I harvested 300 bushels of good sound corn from one bushel of seed corn and it matured as early as corn that has been grown here for years. Besides I saved a nice lot of seed from it which I am proud of. I am yours truly,

J. B. KELLEY.

PRESCOTT, IOWA, Nov. 15, 1915.

I received yours of the 12th inst., and will reply I am satisfied with the corn I bought of you last spring. Had a complete stand and got a good yield. Yours respectfully,

H. I. MCILRARY.

### Makes Ninety-Six Bushels Per Acre

WATAGA, ILL., Dec. 15.

Dear Sir:—

I sent for some of your Reid's Yellow Dent shelled seed corn last spring with Jean Taylor's order. I planted a piece four rods by forty rods and took good care of it. There was no other corn near it so that it could not mix. The average yield per acre was ninety-six bushels. I was well pleased with the corn. I showed the seed I got from you to the neighbors, some school teachers and corn judges. They all said it was good seed. Yours truly,

WALLACE BEHRINGER.

R. F. D. No. 7.

### Beats Other Seed Twenty Bushels Per Acre

MINERAL, ILL., Nov. 18.

Your letter received a few days ago asking for a statement of the corn purchased from the company.

Will say that the seed that I planted made in the neighborhood of twenty bushels per acre *more than my seed*, stood the drouth better. We had a storm the 10th of July that blew the corn down and almost ruined our crop, so I can't tell so much about it. Some fields are so much better than others. The storm went in streaks. Rakestraw, the man that was with me when we bought the seed, got some other seed. When it was growing he said he did not like the seed he purchased from you. When he began to husk corn he changed his mind.

I picked out thirty bushels of seed. Everybody brags on it and my neighbors are picking some out of the crib. I believe I will get some of the Leaming. I am yours,

J. W. GISH.

RANSOM, ILL., Nov. 2, 1916.

L. K. ELLSBERY & CO.,  
Geneseo, Ill.

Gentlemen:—

Of the seed corn bought of you last year, we have report of only one lot. This man says the corn from your seed is the best corn he had.

Very truly yours,

FARMERS ELEVATOR CO.

### Bought Sixty Bushels of Seed—Made Eighty-Five Bushels Per Acre

PROPHETSTOWN, ILL.

Gentlemen:—

I bought sixty bushels of your seed, used fifty bushels myself and let some of my neighbors have the other ten bushels. My own averaged fifty bushels and part of it went as high as eighty-five bushels per acre. My neighbors who used your seed are all well pleased and I am so well pleased that I want forty more this year.

J. B. RICHMOND.

MONTPELIER, IND., Nov. 23.

Gentlemen:—

The corn which I ordered from you last spring was entirely satisfactory. I think every grain of it grew and made a good production considering the season. Yours truly,

WALTER C. RATLIFF.

MEMPHIS, MO.

Dear Sirs:—

Seed corn was alright.

Yours,

E. B. STEPHENSON.

FLANAGAN, ILL., Nov. 22.

Gentlemen:—

In regard to the seed corn which I purchased from you last spring I can say that I am perfectly satisfied. On account of the backward season I have some soft and chaffy corn, mostly on the high ground, but your kind of corn is as free from it as any in the neighborhood.

Have not got my corn all husked yet but what I have husked is making a little better than sixty bushels per acre which is better than the average around here.

Have picked some fine seed this year from my corn, but, if I need any in the future, I will remember your firm as you have treated me square.

Yours truly,

C. F. SAXTON.

STREATOR, ILL., Nov. 29.

Gentlemen:—

In answer to inquiry of seed corn bought of you last spring will say corn was of good yield. Would have been much better quality but season was against it with an early freeze. Expect to plant your seed next year. Respectfully yours,

LESTER E. GOCHANOW.

MASSILLON, IOWA, Nov. 17, 1916.

Dear Sirs:—

We were perfectly satisfied with the seed corn and had fairly good results. It went about 40 bushels to the acre. The early frost put it back quite a little, we were perfectly satisfied otherwise.

Yours truly,

FRED HARNDORF.



# PICKED IN A SACK-DRIED ON A RACK



Picked in a Sack

## “Picked in a Sack, Dried on a Rack” Department

**W**E are the only firm who annually pick in a sack and dry on a rack, thousands of bushels of seed corn. During the months of September and October we have a large gang of men picking and hanging this corn, and have in storage thousands of bushels of extra select ears, all picked before any heavy frost. This is the ideal method of handling seed corn. Practically every grain will germinate, and when planting this corn a man can be perfectly assured of a perfect stand. This system received the unqualified endorsement of agricultural experts everywhere, including C. P. Hartley, of the U. S. Department of Agriculture, and officials of various agricultural colleges, including the University of Illinois.

To handle this seed corn means a great expense. We take our own force of men out to the field and work about ten men in each field. They go down the corn rows picking out the choicest and mature ears, putting them in the sacks which each man carries. When the sacks are full the men go to the down-rows, which we make through the field, and place the corn into the empty crates which are thrown out there. Then these crates are loaded on wagons and hauled to the houses, where the corn is all hung on wire hangers. We only examine the largest ears in the field and only bring in about one-third of those we examine. This means a big expense, but it means perfect seed corn.

After it has been hanging long enough to become thoroughly dried out, we begin taking it off the hangers, ear by ear, sorting, testing and crating or shelling it. We ship either in the ear or shelled.

COAL VALLEY, ILL., Nov. 5th, 1916.

L. K. ELLSBERY & CO.  
Geneseo, Ill.

Gentlemen:—  
In answer to your inquiry of Nov. 3d, in regard to seed corn bought of you, I wish to say that I obtained a nearly perfect stand, under adverse ground conditions, water standing on the field for a week or more. Still the corn lived. I cannot recommend your seed too highly.

Respectfully,  
W. S. O'NEILL.

BONDURANT, IOWA, Nov. 22, 1916.

Dear Sirs:—

In answer to your inquiry, was well pleased with the seed corn I got of you last spring and had a good stand. My corn on an average made a little over fifty bushels and the neighbors from thirty-five to forty-five.

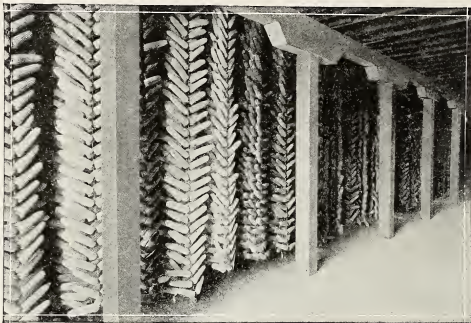
What is your seed going to be worth this year?

Yours truly,

H. E. WALKER.



# ELLSBERRY'S SURE STAND SEED CORN



## DRIED ON A RACK

This picture shows one of the sides of the driveway with the corn drying on the wire rack, all of which are supported from above. Notice that each ear is separate and that no two ears are touching.

This corn is picked very early and shrinks twenty-five per cent to forty per cent. It is an expensive proposition all around. Every ear is handled separately four times. It takes lots of room to hang this corn. It must be carefully handled every time but we will not sacrifice quality in order to save money. Our customers want the best. This we try to give them in the seed corn "Picked in a Sack, Dried on a Rack."

## Our System of Drying Seed Corn

The "Picked in a Sack, Dried on a Rack" corn is selected in September and October, by going through the fields with sacks over the shoulders picking only the earliest and best ears. This corn is, of course, green and heavy, so is hung on wire hangers. This corn is dried by having half the walls of the houses doors, which are opened during clear, sunshiny and windy days, and closed when weather is bad.

### Five to Eight Bushels More Than Own Seed

LACON, ILL., Nov. 9th.

Gentlemen:

In reply to your letter of recent date will say your seed corn I received from you last spring proved very satisfactory. I had it planted on different farms, got an excellent stand and believe it will average from five to eight bushels more to the acre than our home-grown corn. One of the renters claimed your corn much later than the corn he selected, I examined it carefully, possibly your corn is a few days later but I believe in planting it another year will overcome that. We have selected quite a lot from your seed. Will send you order for next spring.

Yours truly,

C. J. HELD.

### Shelled and Graded O. K.

OTTAWA, ILL., Nov. 16th.

Dear Friend:—

I am much pleased to answer your letter. The seed corn you sent me was very good and stood the dry weather very good and it averaged fifty-five bushels per acre. I have no fault to find and as for praise, I can't say enough, so you see I am more than satisfied and if I ever need any more I will send to you. I have read in farm papers, never send for corn shelled

and graded, but I can't say this about yours, for it was very good.

Very truly yours,

FRANK J. ROGERS.

HENRY, ILL., Nov. 14th.

Gentlemen:—

Will say, the corn I bought of you last spring grew fine, and made a big crop. Respectfully,

W. H. SMART.

### Ninety Bushels Per Acre at Paxton, Ill.

PAXTON, ILL.

Dear Sirs:—

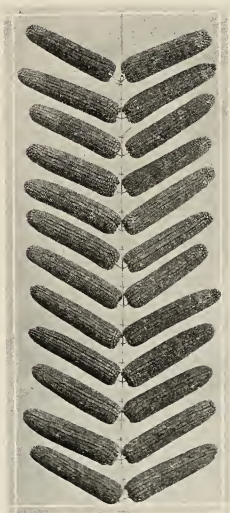
In regards of the seed corn I got from you last spring it was a howling success. It all grew fine and made a big yield for the dry year. I had 150 acres and got 9,000 bushels of good corn, big ears and good quality. I shelled 4,500 bushels and the grain man said it was the best corn that he had got in many a year. I have got enough good seed racked up to plant me next year if it goes through the winter all O. K. If not, I will sure call on the L. K. Ellsberry Co. where I know the seed is all O. K. I had some of the corn that made better than ninety bushels to the acre.

Thanking you for past favors, I remain your friend and am glad to speak a good word for your house.

W. G. VAN HORN.



PICKED IN A SACK-DRIED ON A RACK



A Hanger of Corn



One of our force of Corn Experts who helped to pick all our corn in sacks.

## Hot Air Blasts Dry the Seed

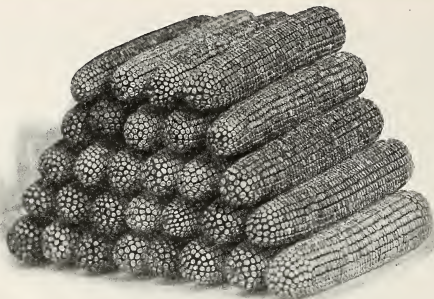
We also have the largest size hot air furnaces, two in each house, with big electric fans forcing cold air from the outside into the furnaces and this forces hot air up all the registers, giving us a complete change of air every few minutes. All our seed is dried in this manner.

### Change of Air Every Fifteen Minutes

The moist, warm air is exhausted through ventilators in the roof. As soon as the corn is dry enough in October so that we can handle it at all, we start to filling our vaults. We force hot air from the furnaces through air chutes running through these vaults, drying this seed as perfectly as that hung on wires. The doors on the sides of the buildings being open during favorable days until freezing weather, then the houses are closed and the furnaces and fans run night and day.



# ELLSBERRY'S SURE STAND SEED CORN



Our Ideal Bunch of Reid Ears

## Reid's Improved Yellow Dent

**This Splendid Type of Yellow Corn is a World Beater,  
and Was Originated by Jas. Reid, of Delavan,  
About Sixteen Miles From Mason City.**

**L**IGHT golden in color, ears from 9 to 12 inches long and 7 to 8 inches in circumference. No space between rows, which range from 20 to 24. The cob is almost completely covered with corn. Very small shank; ears run very uniform in size, color and shape. Shells from eighty-eight to ninety per cent of corn. Kernels are moderately dented or rough and fully a half-inch deep. Cob red and medium in size. This corn is very easy to husk. Stalks from 9 to 12 feet and an abundance of foliage, making it popular for fodder. We have the strains of Reid that won first prize at the Chicago, Springfield and Omaha corn shows. This corn will get out of the way of frost in from 95 to 110 days, according to location, soil and season.

**PRICES: One ear, 40 cents, postpaid; one peck, \$1.00; one-half bushel, \$1.50; one bushel, to any amount, \$3.00 per bushel. Sacks free. Ear corn, \$3.50 per bushel in bushel crates.**

**"Picked in a Sack, Dried on a Rack" seed, \$4.00 per bushel in ear; \$3.50 shelled. No order for less than one bushel accepted in ear.**

ALEXIS, ILL., Nov. 4th, 1916.

L. K. ELLSBERRY & Co.

Dear Sirs:—

In regard to seed corn I purchased of you last spring will say that I planted in two different fields, one was coated heavily with manure. We are husking that now, averaging about fifty bushels per acre, the corn is good quality. The other field was planted on oat stubble. I have not husked it yet, picked seed corn out of it; think it a fair crop for this year. It was very dry here from June 10 until August; hurt the corn.

Very respectfully,  
W. J. BOOZAN.

MORRISON, ILL., Nov. 17, 1916.

L. K. ELLSBERRY & Co.

Gentlemen:—

I can say that I am very highly pleased with the seed corn bought of you last spring. It grew good and all things considered it did very well. I have made up my mind to be an annual customer for seed corn. When you get your prices ready for next spring let me know what they are and oblige,  
JOHN W. BECHTEL.

GALVA, ILL., Nov. 17, 1916.

L. K. ELLSBERRY & Co.,

Geneseo, Ill.

Dear Sirs:—

Your seed corn was satisfactory. It yielded about fifty bushels per acre, the ears being very large and firm. I gathered about twelve bushels of it for next year's seed. I can not speak too highly of your seed corn.

Very truly yours,  
CLYDE E. NELSON.

BASCOM, IND., Nov. 21, 1916.

L. K. ELLSBERRY & Co.,

Geneseo, Ill.

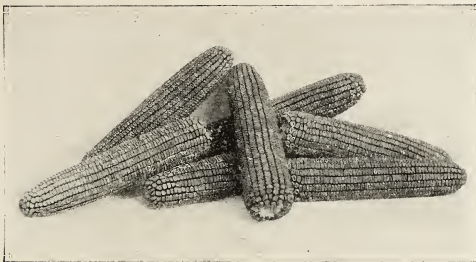
Gentlemen:—

We received the seed corn and were well pleased with the result. The corn is even on the cob and well filled and fine size grains. And as near as we can tell every grain came up. We consider it first-class seed corn.

Yours respectfully,  
DILVER D. POSTON.



# PICKED IN A SACK-DRIED ON A RACK



A Few Ears of Improved Leaming

## Improved Leaming

**T**HIS splendid variety of yellow corn was originated in 1826 by Mr. Leaming of Ohio, and has been developed to a high state during the last ten years. We have the Chester & Coolidge strain. Ears from 9 to 11 inches long and from  $7\frac{1}{2}$  to 8 in circumference, weighing from twelve to seventeen ounces each, sixteen to twenty-four rows of kernels, small space between rows. Rows contain from fifty to fifty-eight broad, thick, deep kernels. Kernels rough, rounding wedge-shaped. Red cob, medium size. Stalks 9 to 12 feet high. Valuable for either forage or ensilage. The large percentage of sugar in every part of plant makes it the prize fodder or ensilage variety. One of the best standard varieties grown. Matures in from 100 to 110 days, according to soil, location and season.

**PRICES:** One ear, 40 cents, postpaid. "Picked in a Sack, Dried on a Rack" seed, \$4.00 per bushel in ear; \$3.50 shelled. No order for less than one bushel accepted in ear.

REYNOLDS, ILL., Nov. 6th, 1916.  
L. K. ELLSBERY & Co.  
Geneseo, Ill.

Dear Friends:—

In reply to your favor of Oct. 31st, will say that the corn that I sold gave the very best of satisfaction. I have not had a single complaint but on the other hand, my customers all said that the corn was fine and the only trouble was that they didn't buy all their seed from me instead of going south and getting seed that didn't get ripe. I will be in the market for seed corn next spring and will be pleased to handle your seed.

Respectfully yours,  
CARL WAYNE.

WOODHULL, ILL., 1916.  
Bought your seed corn for two years and it proved very good seed and the yield was good though both seasons were unfavorable for corn. It matures in good season, weighs well and grades better than most corn.

Yours very respectfully,  
C. H. LIKE.

LYNVILLE, IOWA, Nov. 8th, 1916.  
MR. ELLSBERY,  
Dear Sir:—

In reply to your letter in regard to the seed corn I got of you last spring was well pleased with it. I planted it early and it turned wet and cold for about a week after it was planted but nevertheless it came all right and had a good stand but most all of my neighbors had to plant over that planted at that time. I picked it about two weeks ago and it was the best quality of corn I ever picked and well matured before the frost and on a 27-inch box it weighed out thirty-

one bushels, and I would have had ten bushels more to the acre in my other fields if I would have had your Reid's Improved Yellow Dent. Please send me your catalog as soon as you get them out, as I expect to order more seed of you again next spring. Thanking you for past favors, I remain,

Yours truly,  
F. A. CREED.

SUBLETT, ILL., Nov. 13th, 1916.  
L. K. ELLSBERY & Co.

Dear Sirs:—

Replying to the enclosed, will say that corn gave excellent satisfaction and was or had a high germinating power. I am picking this now and it appears to be a high-bred corn as I find several or a large amount of it in which the tips and butts are well filled out.

Corn with us this year is very poor. We had a heavy rain and wind storm, blowing the corn down flat. Some hills were blown out by the roots. Fifteen to thirty-five bushels per acre gets the most of it.

I would like to get about a bushel of good early corn, yellow preferred, to be planted for hog feed and would like to hear from you in regard to it.

Respectfully,  
A. W. LONG.

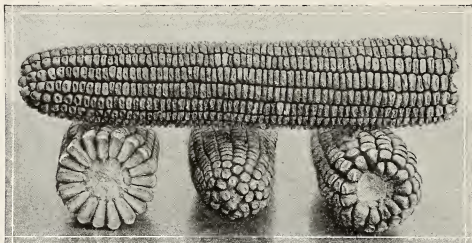
CHADWICK, ILL., Nov. 8th, 1916.  
Gentlemen:—

Yours at hand, will say that we had a fine corn crop from the seed we got from you, which was Sutton's No. 9. Corn matured nicely and of good quality.

Yours,  
C. WILLIAMS.



# ELLSBERRY'S SURE STAND SEED CORN



Sutton's No. 9 (Early Yellow)

## Sutton's No. 9 (Early Yellow)

**F**OR several years we have been experimenting to secure an early yellow which would give a large yield and yet mature early. We believe we have finally secured such a corn in the Sutton's No. 9 (Early Yellow). This corn is a slowly tapering ear of medium length; kernels very deep, and a deep yellow or golden color. A rough dent corn with sixteen to twenty rows and wide space between rows. The cob is very small and, with the deep kernels, this makes the highest shelling percentage of any corn we know. In our experiments this corn has shown remarkably good yields and will mature in ninety-five to one hundred days.

**Prices:** One ear, 40 cents. "Picked in a Sack, Dried on a Rack," shelled, \$3.50; ear, \$4.00 per bushel.

FARMINGTON, ILL., Nov. 10th, 1916.  
L. K. ELLSBERY & Co.  
Geneseo, Ill.

Dear Sirs:—

Regarding the seed corn I purchased from you last spring, would say that I planted it on the 9th of May on rather flat ground. In a day or two it started raining and kept on raining so much the rest of the month that on the flatter ground the corn did not grow very well. After this it turned off dry so long that it is only making about thirty bushels per acre. However, the ears are quite large and the corn seems sound and of a good quality. If the season had been more favorable it probably would have been a better crop. Wishing you success, I remain,

Yours truly,

N. A. ROBBINS.

FARMINGTON, ILL.

Gentlemen:—

In reply to seed corn I bought of you last spring I would say I was well pleased with it. I never saw a better stand of corn than it was. I will say this for your firm you have good seed corn and will do as you say. My yield is good for this season; it is better than most of the farmers around here. If I need more seed corn you will hear from me.

Yours truly,

R. C. OPPER.

VAN HORN, IOWA, Nov. 4th, 1916.  
L. K. ELLSBERY & Co.

Dear Sirs:—

In regard to the seed corn it could not be better, as it matured two weeks before the frost and the stand could not be beat. I was well satisfied in every way.

Respectfully yours,

C. H. DIRCKS.

GALESBURG, ILL., Nov. 9th, 1916.

L. K. ELLSBERY & Co.,  
Geneseo, Ill.

Gentlemen:—

The seed corn I got of you last spring was very fine and every grain I planted grew.

The last day of July we had a severe rain and wind storm that swept it to the ground. As it was planted early it was too heavy to raise, which cut short the yield 25-30 bushels per acre. But that was no fault of the seed. I am getting a fair yield of good sound corn; and sure would had a bumper crop but for the storm.

Hereafter when I want good seed I will know where to send.

Wishing you success in your business, I will close.

L. M. DUFFEY.

ANNAWAN, ILL., Nov. 13th, 1916.

L. K. ELLSBERY & Co.  
Geneseo, Ill.

Dear Sirs:—

In regard to seed corn purchased of you this spring will say, with the exception of a few ears, it was first-class, germination good, probably 96 per cent in the field.

We think we got good value for our money.

Yours truly,

L. M. HAY.

Nov. 2d, 1916.

L. K. ELLSBERY & Co.

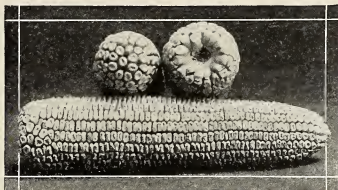
Well, as I received your letter today about the seed corn I got last spring, I certainly had good luck with it. I would like for you to send me the price list of your seed next spring as I think I have not gathered enough seed for next year.

Respectfully yours,

JOHN BOWMAN.



# PICKED IN A SACK-DRIED ON A RACK



Iowa Silvermine

## Iowa Silvermine

**T**HIS popular variety, originated in 1890 by J. H. Beagley, is the best white corn in yield and quality that we know of. We have found the corn to be remarkably free from barren stalks and to do especially well on the lighter soils. The ear runs very cylindrical, about 9 inches in length. The kernel is deep, with a crease dent, and covers a medium-sized cob. It has a tendency toward grain rather than fodder production, the plant food in the ground going directly to feeding the ear.

**PRICES:** One ear, 40 cents. "Picked in a Sack, Dried on a Rack," shelled, \$3.50 per bushel; ear, \$4.00.

GOLDEN, ILL., Nov. 21, 1915.

Sirs:—

In reply to yours on other side, will say the bushel of No. 9 corn purchased of you last spring made a perfect stand, but owing to the excessive rains did not get any returns. This corn was planted April 29th, but was completely lost only getting about twenty bushels from five acres. I planted about three acres June 1st and got a No. 1 stand, is making about forty bushels per acre. I recommend the No. 9 as a good variety for early or late planting. It is about two weeks earlier than our common Dent corn. In fact I think it one of the best varieties of corn that I ever saw having a very small cob and very large grain. With best regards to your company, I am very respectfully,

THOS. S. CARLIN.

COAL VALLEY, ILL., Nov. 19, 1916.

L. K. ELLSBERRY & Co.,  
Geneseo, Ill.

Dear Sirs:—

In reply to your letter will say the seed I bought from you grew good and yielded about sixty bushels to the acre on ground that I had corn on three years in succession.

Yours truly,

J. F. HOHENBOKEN.

BRACEVILLE, ILL., Nov. 18, 1916.

L. K. ELLSBERRY & Co.,  
Geneseo, Ill.

Gentlemen:—

From the Silvermine Seed Corn, which I purchased from you last spring, I had a very good stand and can recommend it to any one.

I expect to purchase seed from you for next spring, as I am well pleased with your seed.

Respectfully,

ROBER REAY.

WHEATON, MINN., Oct. 2, 1915.

Gentlemen:—

Just a few lines to let you know that the "Sutton's No. 9 corn" which we purchased of you last spring has come through the past season with flying colors. For early maturity it is almost equal to "Minnesota

No. 13" and we consider it superior in every other way. Our field will go from fifty-five to sixty bushels per acre.

In our opinion Sutton's No. 9 will prove a great thing for our state and its general adoption will definitely place Minnesota among the leading corn raising states in the Union. Yours truly,

THE TRAVERSE LAND CO.

ERIE, ILL., Nov. 8th, 1916.

L. K. ELLSBERRY & Co.,  
Geneseo, Ill.

Gentlemen:—

Your letter received in regard to my success with your seed corn this year. I would say that I had seventeen bushel of seed corn, thirteen bushel Yellow Dent and four bushel No. 9, and it grew the best of any seed corn I have ever bought. We are picking it out of the field now and grinding it for cattle, so you see it has matured in good shape. I will see you for seed as soon as in need this winter.

Yours truly,

DAVE GUTHRIE.

This corn gave a good stand and matured fairly well for the season.

Yours,

GUY WOLD  
Lanark, Ill.

KIRKWOOD, ILL., Nov. 15, 1915.

Dear Sir:—

The seed corn that I received from you was awful nice corn. I haven't shucked any of it yet, but think it will make sixty or seventy bushels. It was planted about the fifteenth of May but the corn through here is poor quality as we had a hard freeze in September. I don't think that my corn will be fit for seed. I think the corn would have been fine if we would have had a good season. Please send me your catalogue when you get them out.

Very truly yours,

C. E. OAKS.

WICHERT, ILL.

Gentlemen:—

Corn was very good.

A. B. SCHAAFEMA.



# ELLSBERRY'S SURE STAND SEED CORN

## Our Prices Are Low

**B**EFORE planting time comes this year there is going to be a big demand for seed corn. The Big Freeze of November 13th last killed or injured all seed which wasn't in a warm place. We have firemen for 24 hours a day to keep our seed good and strong. By planting time many farmers will be glad to get seed at even ten dollars a bushel and some fellows will be selling it to them at such prices.

We don't do that way. We make a conservative price and when we sell out what we have, then we quit 'till another year rolls around.

But some of these big advertising seedsmen who sell everything from evergreen trees to lettuce seed, never sell out as long as they can take your money. Why? Just because they sell crib corn; no better than you have at home.

We have no use for these "Scoop Shovel" seed firms. We don't want to be classed with them. Our aim is "to make you expect more from us than you would from any other firm and then give you more than you expect."

LAURA, ILL., Nov. 19.

Gentlemen:—  
The seed corn purchased of you last spring was very good and attracted a lot of attention and remarks, at depot it made a fine appearance in the crate. The germination was extra good and the results are a big bulk of corn on forty acres. We think your corn six to eight days earlier than the corn we are raising for a number of years. I think I shall want a few bushels of your Reid's Yellow Dent. We have saved 850 ears out of the corn we raised from your seed.

Wishing you great success in your business, I am  
Yours truly,

W. W. OAKES.

EDELSTEIN, ILL., Nov. 19.

Dear Sir:—  
The seed corn I got turned out good, about sixty bushels. Well it is all about the same. It's good corn.  
Yours truly,

JOHN BEGNER.

MONICA, ILL., Nov. 18.

Dear Sirs:—  
The corn I bought of you last spring grew fine. I planted it the last day of April and I haven't the best of ground but it will make forty bushels to the acre and that is good considering every thing. Through June the season was wet and the ground is very wet so I think the seed was alright and will grow if it has a fair chance. Yours truly,

R. W. MOFFETT.

WYOMING, ILL., Nov. 28.

Dear Sir:—  
I received your letter in regard to results of seed corn purchased from you last spring. The corn was good strong seed and I think every kernel grew. Of course the season was backward as you know and also we had a terrible wind storm which blew the corn down early, that also hurt it some in regard to quality and yield. I am just picking this field and think it will make sixty bushels as to bulk.

I feel as though it made a good yield taking everything into consideration and will advise your seed house to any one wanting good strong corn.

Yours respectfully,

ARTHUR C. HARTLEY.

MIXON, ILL., Nov. 20, 1916.

L. K. ELLSBERRY & Co.,  
Geneseo, Ill.

Dear Sir:—  
In regard to that seed corn I got from you. I planted the corn early, about the 6th of May, and it stood the drought well and matured before the frost came. It averaged about 40 bushels to the acre. I was well pleased with it. Yours truly,

WM. GRASSMAN.

OFALLON, Mo., Nov. 27.

Dear Sirs:—  
The seed corn we got from you last spring was alright. We planted one twenty-two-acre field the last of April. The day we finished planting had a heavy cold rain and cold unfavorable weather for two weeks. Got a poor stand but it was not the seed corn's fault. Then when the weather got warmer we planted fifty acres with your seed corn. That makes

sixty to eighty bushels to the acre. Some of it would have one hundred bushels to the acre if we had not had a bad wind storm when the corn was in the milk which destroyed lots of corn. We will want some more seed corn for next year.

Yours truly,

GEO. M. and P. G. DYER.

ALBION, IND., Nov. 9th, 1916.

L. K. ELLSBERRY & Co.

The corn I got from you grew fine and made a fine crop.

Yours very truly,

CHAS. DAWSON.

KEWANEE, ILL.

L. K. ELLSBERRY & Co.

In reply to your request about seed corn purchased from you last spring, I would say that I was well pleased. The corn did as well as any corn could under adverse weather.

I expect to place an order for some white corn this winter.

Respectfully yours,

LESLIE P. GOOD.

MENDON, ILL., Nov. 16.

Gentlemen:—  
Our corn seems to have matured well considering the season. Do not think there is any criticism to make. We are shucking now and will be done next week if nothing prevents. It certainly makes a nice looking crib of corn which is very satisfactory in every way.

Respectfully yours,

OTTO N. GAY.

STRONGHURST, ILL., Nov. 13.

Dear Sir:—

In reply to your letter asking about the seed corn, which I bought from you last spring, I will say that I am well pleased with it. I have a very good stand but owing to the early frost the quality of it is greatly damaged. This, however, is no fault of the seed.

Yours truly,

CHAS. J. HEISLER.

EURIKA, ILL., Nov. 15.

Dear Sirs:—

Received your letter of recent date in regard to seed corn I bought of you last winter. I am well pleased with the results. Have a good crop of corn but the frost caught it before it was fully matured. Planted it a little late but even at that we have a good crop, and it came up to perfection. The only objection I have is that the Reid corn is rough, more so than I have seen it yet. The Leaming is the heaviest corn we have and is the driest. I have bought seed corn for a number of years from G. D. Sutton & Co. and have never received any poor seed yet.

Yours very truly,

SAMUEL HARTMAN.

COLFAX, IOWA, Nov. 16, 1916.

L. K. ELLSBERRY & Co.

Dear Sirs:—

I am well pleased with the seed corn I got from you last spring. We had a backward spring and the ground was cold when I planted but the seed was strong and did fine. Was ripe in the fall before any of my other corn.

Respectfully yours,

LEO FLANDERS.



## PICKED IN A SACK-DRIED ON A RACK

### A Bushel In a Crate Costs Us More Than a Bushel In a Sack

**M**ANY customers ask us why we charge 50 cents more for ear corn. The extra expense is approximately 50 cents. Crates cost us 22 cents per bushel while two and a half bushels of shelled may be put in a 13-cent bag. Then we give seventy pounds of ear and it overruns so that the overrun pays for the shelling. Then the ear corn must be handled by hand in storing, to keep the ears from battering. The shelled is butted and tipped anyway and the shelled seed can be handled in drags. We guarantee our shelled to be equally as good as our ear by offering to sell any man two bushels or one hundred bushels, half ear and half shelled. If he gets a better stand with the ear, a better quality or type or more bushels per acre than he does with the shelled, we will return his money at husking time. That is the confidence we have in our shelled seed.

Unless a customer grades his ear corn, he will get a more even stand from the shelled seed and a uniform stand is what makes big yields. If a seed man charges more than 50 cents per bushel for ear corn than he does for shelled there is something wrong.

#### Yields More Than Other Corn

FLANAGAN, ILL., Nov. 11.

Gentlemen:—

It is certainly with great pleasure that I write you concerning the seed corn I bought of you last spring. I only had enough of the seed I bought of you to plant about forty-five acres. Had I planted enough to plant all of my land of your seed corn I would have got more corn, for the land I had planted from your corn yielded about eight or ten bushels more per acre than the other corn I had. It was so much better than other corn in this neighborhood that I sold about forty bushels of it to my neighbors for seed, one man picking about twelve bushels for himself and others taking from three to five bushels and picked it themselves. The man that picked the twelve bushels told me, and I think his statement is right, that he would not have been able to find enough good seed in his field for what he wanted to plant for his corn was very poor this year. There are several others of my neighbors who got seed corn of you that tell me they are well satisfied with it.

I think it is the best yielding corn and the easiest husking corn I have ever raised. I tested the seed I got of you last spring, picking several kernels out of every crate till I had 125 kernels and 119 grew so I was well enough satisfied.

Wishing you success in the growing of still better seed, I am  
Yours truly,

ELI STUCKEY.

HUNTINGTON, IND., Nov. 29.

My Dear Sirs:—

Your inquiry as to my success with the seed corn bought of you last spring, at hand in due time. The Iowa Silvermine gave us an excellent stand, matured well for this season, and made good yield. Thanking you for the interest taken. Wishing you success, I am  
Yours very truly,

JOHN M. EADS.

LAFAYETTE, ILL., Nov. 19, 1915.

Dear Sirs:—

The corn I bought from you last spring all grew and considering the wet season made a very good crop. I believe it is a good corn for this locality. I will be pleased to have you send me your 1916 catalogue as I will need some seed next spring.

Yours truly,

C. H. EAGLESTON.

STRAWN, ILL., Nov. 15, 1915.

Dear Sirs:—

The seed I got from you was good, but the weather conditions were not very favorable here this year. It was cold so late this spring and we had too much rain during the summer. Yours truly,

JOHN HOLSTEN.

Dear Sir:—

The corn I bought of you grew alright.

JOSEPH R. ROACH.

TROY GROVE, ILL., Nov. 16.

ARENZVILLE, ILL., Nov. 25.

Gentlemen:—

In answer to your letter on the other side of this page will say that the seed ordered from you last spring has been satisfactory to me. In germination and uniform grain your seed is above the average. I am picking some fine seed from this year's crop. Average about sixty bushels per acre.

Respectfully yours,

ARTHUR CARLS.

EDELSTEIN, ILL., Nov. 19.

Gentlemen:—

Yours received and would say in reply that the seed corn I got from you this spring grew fine had it not been for the early freeze up, my corn would have made ninety bushels per acre. As it is it will make about seventy-five bushels.

Yours truly,

L. R. BURDICK.

ORION, ILL., Nov. 9th, 1916.

Gentlemen:—

The seed corn I got of you came through the bad weather in May in good shape and made a fair stand. Many around here who planted the same time I did had to replant and have a much poorer crop because the dry weather affected it more than it did the early planted corn. Of course, I am well pleased with results.

Yours respectfully,

RAY FERGUSON.

#### Places Order In November for February Delivery

BELVIDERE, ILL., Nov. 13th, 1916.

L. K. ELLSBERRY & Co.

Dear Sirs:—

The corn I got from you last spring did very well; did not get hard but did as well as any of the corn around here and grew much faster and larger. You may mark me up for three bushels of the same corn for February delivery. Yours very truly,

E. J. McKEOWN, JR.

P. S.—Please write me about the three bushels, if you will.

HILLSDALE, ILL., Nov. 7th, 1916.

L. K. ELLSBERRY & Co.

Geneseo, Ill.

Dear Sirs:—

In reply, I wish to advise you that the seed corn that I purchased from you last spring was excellent in every way.

Yours truly,

FRANK L. MARSHALL.



# ELLSBERRY'S SURE STAND SEED CORN

## Suggestions for a Bumper Corn Crop

**T**HE roots of the corn plant interlace between the rows within thirty days after planting. Avoid tearing them up with the cultivator. "Cultivate your corn, don't plow it." To avoid clods beneath the surface, disc ahead of the breaking plow. Harrow at once each day's plowing. If a hard rain comes before planting, disc and harrow ahead of planter. Keep your ground level to conserve moisture. Don't hill up your corn. The brace roots will reach the ground, don't try to bring the ground to the roots.

Don't burn your stalks. Just as well burn the manure pile.

Practice rotation of crops—if you can't grow clover, grow cowpeas or soy beans. Two crops of corn are enough on any soil before changing.

Get a good seed bed, then practice shallow cultivation. Cultivate as often as soil conditions warrant—never less than three, often four or five times.

Use best thoroughbred corn that has never been allowed to freeze. This assures a perfect stand.

Rich soil, a good seed bed, plenty of cultivation and pure seed of strong germination, practically assures a bumper crop.

Remember and get Ellsberry's Sure Stand Seed. Order early. Each ear examined before shelling or crating. All shelled seed butted and tipped by hand, no machinery used except a two-hole spring sheller and a mammoth grader with four screens, graded for the edge-drop planter.

## Does It Pay to Breed Corn?

**WE BELIEVE IT DOES.** We have been very careful students of the subject of corn breeding and find that the yield of our seed is materially increased by planting seed from the highest yielding rows of our plots and discarding the poor yielding rows.

We follow the ear to the row method and find much variation in the yielding power of different ears. Like produces like. If you plant seed from high yielding corn, you get larger yields than from ordinary seed. We have proved it over and over again in our plots and our customers have proved it in their own fields when our seed was compared with other seed in bushels produced per acre.

We believe in type, but are willing to sacrifice type for yield. Bushels count more.

As Dean Davenport of the University of Illinois has said, "The only reason Kentucky was able to produce the fastest horses in the world is: that they were willing to sacrifice beauty for long legs."

We breed for yield and our seed is all high yielding corn. You will find it will pay you big to buy our high yielding seed. You not only get high yielding seed, but remember you get "Ellsberry's Sure Stand Seed Corn."

## Seed Corn Soil

We grow our seed corn on a rich sandy loam. This soil matures corn better than heavy black loam. Geneseo is surrounded by this sandy loam. That is why we are located at this point. The seed from this soil is earlier in maturing and naturally stronger in germination.

BRIMFIELD, ILL.

Dear Sirs:—

Seed was all O. K. A perfect stand.  
Respectfully yours,  
R. F. STRAHERN.

SPARLAND, ILL., Nov. 6th, 1916.

L. K. ELLSBERRY & CO.  
Geneseo, Ill.

Dear Sir:—

In answer to your letter, your corn has proved a success here: it is a quality and the yield a good quantity, and is spoken of very highly and I think there will be a good demand for your seed here this next season. I remain, Yours truly,

O. M. McLAUGHLIN.

LEWIS, IOWA, Nov. 13.

Dear Sirs:—

Will say in regard to the seed corn it was O. K. It grew alright and matured as well as any of our corn. I like No. 9 fine for early corn.

Yours truly,

M. A. BAKER.

FONTSVILLE, IOWA, Nov.

Dear Sirs:—

The corn I bought from you last spring did better than I expected it to for the first year making over fifty bushels per acre. I have about fifteen bushels saved for seed that my neighbors have already spoken for. I am well pleased with the results after such a hot and dry summer.

L. O. EVANS.





PICKED IN A SACK-DRIED ON A RACK

## Please Follow These Instructions When Ordering

FILL OUT THE ORDER BLANK VERY CAREFULLY, enclosing check, postoffice order, express money order or draft on New York, Chicago or St. Louis. Stamps acceptable on orders for less than \$1.00.

WRITE YOUR NAME AND ADDRESS PLAINLY. Oftentimes we receive orders on which the address is so poorly written that we cannot fill the order. Sometimes the writer forgets to put in his postoffice, and we have to hold the shipment until he writes again, with considerable feeling, because we haven't acknowledged his order. This can all be avoided by writing your name and address plainly.

OUR TERMS ARE CASH WITH ORDER. We cannot open accounts as our orders are very great during corn season, and we are very busy filling cash orders. If the corn is not satisfactory, we will return your money. If your freight station is a prepay station you must include freight with your order.

We will pay railroad fare and all other expenses to anyone not farther away than fifty miles who comes to us and purchases fifty bushels of seed corn, either ear or shelled, or we will pay all his expenses if he comes and doesn't buy and finds that we have misrepresented our corn or method of keeping it. Several neighbors can club together and send some responsible man who can personally see just what we have and how we keep it. If you live farther from us than fifty miles, we will pay that part of expenses on same conditions as above.

### Where Our Orders Come From

We receive orders from every state in the Union and all foreign countries where corn is grown. **REMEMBER—WE ARE THE LARGEST SEED CORN FIRM IN THE WORLD.**

### GUARANTEE

We guarantee our corn to be pure bred and as free from foreign pollination as possible, perfectly matured, and of the highest germinating powers, and we guarantee it to go out in first-class condition, as we carefully examine each ear. If any seed is received from us which is not satisfactory in every respect, it may be returned at our expense and money will be refunded. All corn may be kept ten days and tested in any manner and if for any reason it is not satisfactory it may be returned and money refunded; under no circumstances will we refund any money or receive corn back that has been kept longer than ten days. We can't and won't be responsible for corn in a thousand different hands for longer than ten days. If it is good, then it is up to the customer to keep it good. We will not be responsible for a crop, either. There are many reasons for crop failure. We guarantee the seed to be good; that is all we can do. **WE DO NOT GUARANTEE ANY CORN TO MATURE AT A CERTAIN TIME**, as the season and location changes the time of maturing to such a great extent. We give you our best judgment as to time of maturing, also letters from our customers.



# ELLSBERRYS SURE STAND SEED CORN

## Satisfaction in LaSalle County, Ill.

Dear Sirs:—

The corn I bought from you grewed just fine and was the best I had on the farm. I never got any better results from any other corn I bought.

Very truly yours,

MR. JAMES F. POOL,  
R. F. D. No. 30.

SHERIDAN, ILL., Nov. 10, 1916.

Dear Sirs:—

I was well satisfied with the seed corn bought of you last spring. The germination was O. K., but on account of the drouth I did not have a very good yield, tho it was of good quality. Please send new catalog when published.

Yours truly,

DAN BASTIAN.

RUTLAND, ILL., 1915.

Dear Sirs:—

Yours of the 10th. I will write you about your seed corn I got last spring. The seed was all good and grew fine. Very little of it missed and it dried out good. It will go about eighty bushels to the acre. I picked out my seed for next year from it and a finer lot of seed cannot be found in any field.

Yours truly,

WM. FORD.

RUTLAND, ILL., 1915.

Dear Friend:—

I received your seed corn alright and it all came up fine. It made seventy bushels to the acre. I am a sick farmer or I would send for some more.

Yours truly,

WILLIAM H. KENNEDY.

RANSOM, ILL.

Dear Sirs:—

In reply to your letter I will say I am well pleased with the seed corn I got from you. I think every kernel grew and it turned out good. I remain as ever,

Yours truly,

J. H. WEBER.

DAYTON, ILL., 1915.

Dear Sirs:—

Seed corn I bought of you has proved very satisfactory. We planted June 1 and 2 and put most all in silo. Very little corn in this section matured. Think ours was of the best. All germinated and made big foliage. Think seed corn will be at a premium here next spring. Thanking for inquiry, I am,

Yours truly,

RUSH GREEN.

STREATOR, ILL.

Dear Sirs:—

In regard to that seed corn I bought of you, it was fine. It all came very strong. I had a fine stand of corn.

Yours truly,

PETER KAPOED.

OTTAWA, ILL.

Gentlemen:—

In regard to seed corn will say that I am well pleased with results. The corn grew strong and vigorous. Eared well considering season.

Yours truly,

J. W. FETZER.

LELAND, ILL.

Gentlemen:—

I am sorry, but I have been sick and do not know much more about the corn than you do. The boys say it is as good as any one's corn. Lots of soft corn. They fetched in some ears of it, it looked nice. They said the seed was good and it all grew.

Yours truly,

JOS. KNIGHT.

PERU, ILL.

Gents:—

In reply to your letter of inquiry concerning the seed corn which I purchased of you last spring will

say that I had a very satisfactory yield. It was my last planting and on old ground, but it averaged forty bushels per acre and of fine quality. I picked quite a nice amount of seed from it. I am very well satisfied.

Wishing you success for the coming season, I remain,

JAMES DOERRIGAN.

RANSOM, ILL., Nov. 23.

Dear Sirs:—

In regard to the seed corn purchased from you last spring, I will state that it turned out remarkably well considering the season. Every characteristic of the variety could plainly be seen in the corn this fall. The only thing objectionable about it was that it did not seem quite as dry and thoroughly matured as some of my other corn. I wish to get some more seed for next year. Kindly send me one of your price lists.

Yours very respectfully,  
CHESTER R. MCCOLM.

DANA, ILL.

Dear Sirs:—

In reply to your letter on other side of this sheet, will state that I had as good results as I could expect and better than the average corn in this neighborhood. I had a fine stand of corn. Send me a catalog as I want to order some time this month.

Yours truly,

J. H. KLESATH.

PERU, ILL., 1915.

Dear Sirs:—

The seed corn I received of you was very good. Got a good stand. Started picking the 8th November turning out good but a little soft. Little late for this season. Got it planted a little late for this year. Corn all a little soft, my other as well.

Yours truly,

JERRY HOFFMAN.

OTTAWA, ILL., 1915.

Dear Sir:—

In regard to the seed corn that I bought from you this spring, will say that the seed was alright and I got a very good stand about sixty bushels to the acre, but it did not mature. I have only husked about an acre, and I can't find only about ten per cent dry corn. This season here was very cold and wet, and only for that I would have a big yield.

Yours truly,

HARRY DEBALT.

EARLVILLE, ILL., Nov. 11.

Dear Sirs:—

In regard to your inquiry about seed corn purchased of you last spring, will say it proved satisfactory in every respect. I have just finished husking it. It yielded about sixty bushels per acre, which I consider very good considering weather we have had the past season.

Yours truly,

C. A. LEECH,

R. No. 43.

STREATOR, ILL.

Gentlemen:—

In regard to the seed I purchased of you last spring, will say it seemed to be satisfactory in every way.

Very truly,

J. V. STEVENSON.

PERU, ILL.

Gentlemen:—

In reply to your inquiry about the seed corn obtained from you last spring, I am pleased to say that it did far better than I expected even on fall plowed ground which in general, is turning out very poor in this section. It will easily produce fifteen bushels more per acre than some of my other corn under the same condition. I expect to place an order sometime later on.

Respectfully yours,

HENRY ROTHER,  
Route No. 21.



# PICKED IN A SACK-DRIED ON A RACK

## Satisfied Customers in Mercer County, Ill.

Sirs:

The corn I received of you last spring did very well considering the very dry summer. It made fifty bushels to the acre, matured early, is very dry and hard. Had it all in crib by the 12th of November.

Yours truly,

H. E. RUMMEL.

ALEDO, ILL.

Dear Sirs:—

In reply to this your inquiry, as to the seed I bought of you, will say that I have no complaint to offer as the seed all grew, in fact, too much as I planted it too thick it being a smaller grain than my own seed and I didn't change the plates in planter.

Yours truly,

W. A. MARSH, JR.

ALEDO, ILL.

Dear Sirs:—

In reply to yours of recent date will say that I am perfectly satisfied with the corn I got of you last spring. It grew fine and the yield is good considering the season we had. Quality is good so you can mark us as a satisfied customer. I remain as ever,

Truly yours,

ALMON PETERSON.

VIOLA, ILL.

Dear Sirs:—

Considering the season the corn did very well. Some of it was near the river on some new grubbing. Got some very fine corn from that. On the higher ground was not near so good but have no complaint to make. Am saving seed from it.

C. A. PARKS.

VIOLA, ILL., 1915.

Dear Sirs:

I have a good stand of corn from the seed you sent me, but owing to so much rain and cool nights, it's not matured as it should be for this time of the year.

Yours truly,

LEE F. FERNON.

## What They Say of Our Corn

TOLONO, ILL., Dec. 3.

Dear Sirs:—

My Silver Mine corn averaged fifty-six bushels, was a fine quality. What rain we had was too late for this early corn. My White Dent averaged sixty-two bushels. The rest of my corn was Boone County White. I have found that your seed always grows and gives good results.

Yours truly,

J. A. BOLES.

MEDIA, ILL.

Dear Sirs:—

The seed corn we got from you last spring is yielding very satisfactory. No criticism to make. Kindly send me your new catalog when convenient.

Yours truly,

JAMES J. MATHERS.

BETHLEHEM, KY., Nov. 11th, 1916.

L. K. ELLSBERY & Co.

Geneseo, Ill.

Dear Sirs:—

I planted my corn tolerable early and got an extra fine stand. I had no replanting and was well pleased with it.

Yours truly,

JESS ROMANS.

PRINCETON, ILL.

Dear Sirs:—

As to the seed corn that you sold me last spring, will say that it made about sixty-five to the acre.

Very truly yours,

J. W. SAWYER.

Dear Sirs:—

I obtained very good results from seed corn bought of your firm.

Yours truly,

CHAS. JACKSON.

VIOLA, ILL.

Dear Sirs:—

Your letter received as to the seed corn I got of you last spring. It seems as if every kernel must have grown. Seemed as if there was more came up than I planted. Your seed is alright. Be sure and send me a catalogue.

Yours very truly,

CHAS. N. COLEMAN.

Gentlemen:—

I was well-pleased with the corn I received last spring, I think better than 95% of it grew. It was so very wet here this spring we did not get a very good stand. Was well pleased with the corn.

GEO. CHESLEY.

VIOLA, ILL., 1916.

L. K. ELLSBERY & Co.,

Dear Sirs:—

I will say in reply to your note that the seed corn bought of you grew all right, practically every grain, planted it the 31st of May. Finished picking it yesterday, yielded 40 bushels per acre, as near as I could tell, good sound corn, saved some good seed from it. Also Geo. Chesley, a neighbor, planted on my farm 20 acres of corn from seed that he bought of you, got good sound corn yielding 40 bu. per acre.

Respectfully yours,

C. L. PECK.

VIOLA, ILL., Nov. 8, 1916.

L. K. ELLSBERY & Co.,

Geneseo, Ill.

Dear Sirs:—

The seed corn was very satisfactory and I got a good stand, but on account of getting it planted late and then the drought thru this section it didn't mature very well. I shall send in my order for next year later on.

Yours truly,

L. F. FERNON.

PEORIA, ILL.

Dear Sirs:—

The seed corn I received from you this spring was perfectly satisfactory and came up good and strong, and I expect to get more seed of you in the spring.

Very respectfully,

C. P. BACON.

BUDA, ILL., Nov. 9.

Gentlemen:—

In reply to your letter regarding results obtained of corn purchased from you, will say that they were satisfactory. I planted the corn on peat soil that had been in corn for several years. I have not husked it yet but it matured nicely and will easily make over fifty bushels per acre. My estimate would be around sixty bushels per acre. It was my last planting.

Yours truly,

W. M. JOHNSON,

R. F. D. No. 2.

DAKOTA, ILL., Nov. 13th, 1916.

L. K. ELLSBERY & Co.

Geneseo, Ill.

Dear Sirs:—

In reply to your letter in regard to the seed corn I purchased from you last spring, the seed was good, every kernel grew. I had a fine stand. I planted the corn between the 15th and 20th of May, but the drought seemed to set it back, then we had an early frost. Hoping this is satisfactory, I remain,

Yours truly,

R. R. REED.



# ELLSBERRY'S SURE STAND SEED CORN

## What They Say of Our Corn—(Continued)

Rio, ILL., Nov. 8th, 1916.  
L. K. ELLSBERRY & Co.  
Gentlemen:—

Your seed corn was O. K. I planted fifty-five acres of it and it all grew and made an average crop. We did not have rain for forty-six days and I think when we get it all weighed it will go better than forty bushels of sound corn to the acre.

Yours respectfully,  
OTTO LUNDQUIST.

WARSAW, IND., Nov. 11th, 1916.  
L. K. ELLSBERRY & Co.  
Dear Sirs:—

In regard to the corn I received of you last spring I only planted ten rows across one field because was afraid it would not ripen, and the balance in Reid's Yellow Dent, that I had bought from your state seven years ago, and your improved Dent I bought of you last spring ripened and perfectly solid ahead of the Reid's Dent that I have had seven years, but not

quite so large. Next spring will plant balance of seed that I received of you. Thanking you very much, I am,  
ALLEN SUTHERLIN.

LOVINGTON, ILL., Nov. 4.

Sirs:—

I think the corn would have been alright if the season had been favorable. I planted it on sixty acres of sod and the corn is making fifty bushels per acre. There is lots of rotten in it. It is going to be hard to pick seed from it. Please send me a new catalog.

Yours,  
I. W. MCCLUNG.

Dear Sirs:—

The seed corn I got from you came out good. I would like to have your catalog for this year for I want to get some yellow seed corn from you.

Yours truly,  
EUGENE WHITNER.

## From a Few Friends in Livingston County, Ill.

DWIGHT, ILL., Nov. 13, 1916.

Dear Sir:—

The seed corn I bought from you was fine. Of course the corn crop around here is very poor, but your corn yielded more than my corn did and I had it on the same piece of land.

Respectfully yours,  
ANDREW DRECHSEL.

FORREST, ILL., Nov. 13, 1916.  
L. K. ELLSBERRY & Co.  
Geneseo, Ill.

Gentlemen:—  
The seed corn I purchased from you was very satisfactory. Never had a better stand and it stood the drouth fine. Had a good yield considering the year.

Yours respectfully,  
SAM FARNEY.

PONTIAC, ILL., 1915.

Dear Sir:—

I am more than pleased with the seed corn you sent me last spring. It turned out very nicely. I honestly believe it will go seventy-five to eighty bushels per acre. It is very good stand and very even. I thank you for your favor.

Yours truly,  
WERNER CARLSON.

ALCONA, ILL., Nov. 13, 1915.

Dear Sirs:—

In reply to your letter, I would say that the seed corn I got of you grew very good. It is making around sixty bushels by wagon box measure but there is considerable of soft corn in it. I have some nice seed picked this fall.

Yours truly,  
ROY RICHARDSON.

FLANAGAN, ILL.

Dear Sirs:—

The Reid's Yellow Dent which I purchased of you last spring has done remarkably well. I think it pays to get pure bred seed.

Yours very truly,  
H. D. HOWELL.

FLANAGAN, ILL.

Dear Sirs:—

Your seed corn is as good as anybody can expect.

L. H. VAN BOREN.

ODELL, ILL.

Sirs:—

I got my seed corn from your company last spring. It proved to be good seed and I think a very good type of corn.

Yours respectfully,  
E. A. ROBERGS.

ODELL, ILL.

Dear Sirs:—

In answer to your inquiry will say that I had a good stand of corn. It all grew good.

Respectfully yours,  
JOSEPH BROWN.

FLANAGAN, ILL.

Dear Sirs:—

The seed corn got from this company grew good and had a good stand.

Yours truly,  
WM. G. NEUHAUSER.

FORREST, ILL.

Dear Sir:—

The seed corn I bought of you last spring grew fine, all come up nice, made a good yield.

Respectfully,  
G. O. KRACK.

CAMPUS, ILL.

Gentlemen:—

The corn I purchased of you for seed last spring was very satisfactory. Got an ideal stand.

Yours truly,  
F. P. MAGUIRE.

CAMPUS, ILL., 1915.

Gentlemen:—

The Yellow Dent seed corn purchased of you last spring was in every way satisfactory. We obtained an ideal stand and good yield of reasonably dry corn considering the late fall rains which kept it from maturing as early as in an ordinary year.

Yours for good seed corn,  
T. P. MAGUIRE.

PONTIAC, ILL.

Dear Sir:—

In reply will say that I think planting your seed corn is a good investment.

HENRY BRANZ.

## Poor Season—But Good Corn in Knox County, Ill.

ALTOONA, ILL., Nov. 9th, 1916.  
L. K. ELLSBERRY & Co.  
Geneseo, Ill.

Gentlemen:—  
In regard to the seed corn which I received of you thru Swan Peterson will say that I never planted stronger seed. From four bushels I planted forty acres and got a perfect stand of one, two and an

occasional three kernels in a hill. This forty acres of corn yielded the best out of some 115 acres averaging around 55 bushels, which was good for this year and in this locality. It was a trifle later than my own seed and the frost caught it some, but at that it sure turned out well.

Yours truly,  
JOHN ANDREWS, JR.



# PICKED IN A SACK—DRIED ON A RACK

## What They Say of Our Corn—(Continued) Poor Season—But Good Corn in Knox County, Ill. (Con.)

GILSON, ILL., Nov. 11th, 1916.

Sirs:—

In regard to the seed corn I got from you this spring I will say it came up fine, very little missing, if any. I am sure perfectly satisfied with the seed corn. You will hear again from me.

Yours respectfully,

O. G. McCULLOUGH.

ST. AUGUSTINE, ILL., Nov. 6th, 1916.

L. K. ELLSBERRY & Co.

Gentlemen:—

In regard to the seed corn I bought last spring I think every grain grew. The dry weather hurt our corn, have a good quality but a small quantity, have some seed hung. Would like to have prices in the spring.

Yours truly,

E. E. THOMPSON.

R. F. D. No. 24, Box 29.

ALTOONA, ILL., Nov. 9th, 1916.

L. K. ELLSBERRY & Co.

Geneseo, Ill.

Dear Sirs:—

I take pleasure in recommending your seed corn which I purchased through Mr. Swan Peterson, as it proved very successful for me. I am highly pleased with it and am sure no one will make a mistake by using your seed.

Respectfully,

GEO. W. HUBBELL.

GALESBURG, ILL., Nov. 10th, 1916.

L. K. ELLSBERRY & Co.

Geneseo, Ill.

Dear Sir:—

In answer to enclosed will say your "Reid's Yellow Dent" which we bought of you last spring was very satisfactory. We planted one field on June 2 and one of our neighbors picked 300 ears of that field in September and he says it is as nice seed corn as he ever saw. Think I will be in the market for some more next spring.

Yours very truly,

JAMES PENDEGAST.

DOUGLAS, ILL., Nov. 13th, 1916.

L. K. ELLSBERRY & Co.

Dear Sirs:—

I am writing to you in regard to the seed corn you wished to hear about.

I planted it about the 6th of May and it all grew and looked like a satisfactory crop until the drouth came and dried it up.

It made on the average from 25 to 30 bushels an acre, the same as all other corn in our neighborhood this year.

Yours truly,

HENRY HILLS.

GALESBURG, ILL., Nov. 9th, 1916.

L. K. ELLSBERRY & Co.

Gentlemen:—

Your letter received, in reply would say I had very good success with the seed corn I bought of you last spring. I think you are doing a good job of producing good seed corn, so have no criticism to offer, have picked some of the solidest, nicest corn this year I ever raised.

Wishing you success, yours truly,

W. E. MATHERS.

GILSON, ILL., Nov. 10, 1915.

Sirs:—

In reply to circular will say, one of the best stands a person could find in a days' ride. I have not started to shuck that field yet, so I can not tell you how much it will go but will say, I am better satisfied

with it than any field I have got. I should of written to the house after the corn came up but neglected it, but if you have a new catalogue issued between now and spring, please send one to my address as I want some more seed.

I remain yours as ever,

O. G. McCULLOUGH.

VICTORIA, ILL., Nov. 7.

Dear Sirs:—

In regard to the seed purchased of your firm, I think that nearly every kernel of it grew.

Yours respectfully,

JOHN B. SORNBARGER.

MAQUON, ILL., Nov. 12, 1915.

Dear Sir:—

In regard to your inquiry about the seed corn which we bought or you last spring we would say it grew very satisfactory considering the wet spring we had, and in regard to the yield we have picked some of the Leaming which averaged about seventy bushels per acre but isn't of very good quality, and for the Reid's Yellow Dent, it is a little better quality and averaging about fifty bushels.

Respectfully yours,

BERT EIKER.

KNOXVILLE, ILL., Nov. 7.

Dear Sir:—

In regard to the seed corn I got of your house last spring, I will say that it was O. K. in every respect. It all grew and it is turning out good for season we have had. I am well pleased with the corn.

ALFRED SIMPSON.

R. F. D. No. 1.

GALESBURG, ILL., Nov. 9, 1915.

Dear Sir:—

I am picking that corn now. It is making sixty bushels to the acre at eighty pounds to the bushel. It is matured well. I planted two in a hill. It all grew. I have thirty-five acres of your seed planted and have forty of Yellow Dent that has been here several years that is making fifty bushels to the acre, at eighty pounds to bushel. I will send you an order after a while for two bushels more.

Yours truly,

JOHN MALLEY.

GALESBURG, ILL., 1915.

Dear Sirs:—

Your seed corn that I got proved very satisfactory and expect I will want some more in the spring.

Yours truly,

J. L. CLAY.

P. S. Send me a catalogue when you get them out.

ABINGDON, ILL.

Gentlemen:—

The seed corn purchased of you last spring was satisfactory. I think it all grew. The yield this year is no better than last year but, no doubt, the seed was satisfactory. Yours truly,

J. B. REYNOLDS.

VICTORIA, ILL., Nov. 12, 1915.

Dear Sirs:—

Your letter received in regard to the results of the seed corn which I received from you last spring. I will state that I was well pleased with it, the fertility being good. I got a good stand. Of course it is a little soft on account of the season, but not bad. Have a fine bunch of seed from it for next year gathered before the freeze.

Thanking you for good results, I remain,

Yours truly,

C. R. SONNER.



# ELLSBERRY'S SURE STAND SEED CORN

## Does Well in Indiana

AMBIA, IND.

Dear Sirs:—

Your seed corn is good corn. It all grew.

Yours truly,

T. S. FOSTER.

CENTER, IND.

Gentlemen:—

It is the best early corn on the market. It is the kind I have been looking for for several years.

Respectfully,

FRED STRAWBACK.

FOWLER, IND., Nov. 9.

Dear Sirs:—

Received your letter and will say that the seed corn I got from you last year was very fine. I don't think you can improve your corn any. It was nice. I will remain yours,

MORT HINTON.

LAWRENCE, IND., Nov. 15, 1915.

Sirs:—

The corn I bought of you last spring came up fine, never had corn to come up better and done well for such a wet season. I think it is good corn of a medium variety. Yours respectfully,

L. A. THOMPSON.

DELPHI, IND.

Dear Sirs:—

The corn I bought of you last spring was alright. I can say that it came up very nice and got a very good stand. Very truly yours,

BERT BOOTH.

STAR CITY, IND., Nov. 15, 1915.

Gents:—

Your inquiry in regard to success with your "Iowa Silver Mine" corn purchased last spring received. Would say the past summer was not a corn year in this locality, but enough warm weather to mature it to make an average yield of sound corn. Trouble in planting in time and securing a stand was general over the county. Your "Picked in a Sack, Dried on a Rack" seed was all that could be desired. Its strong germinating power brought it up two days ahead of other seed in same field and furnished a stand that did not have to be replanted. It will crib and save, the other part of field could only pay most by being put in silo. It is difficult to measure the difference in dollars between seed that will grow and that which has not been injured. The one has a root system sufficient to bring the plant above ground, the other an active live bunch that gathers plant food that makes the difference in bushels.

J. B. NEWMAN.

## A Few From Far and Near

### Out Yields Connecticut Corn

NEW BRITAIN, CONN., Nov. 7.

Dear Sirs:—

The seed corn bought of you last spring proved very satisfactory, out yielding by far the same variety bought of other parties. Please book my order for five bushels of your Improved Leaming, to be shipped February or March. Yours truly,

THEO. A. STANLEY.

### Will Order More From Missouri

WEABLEAN, MO.

Sirs:—

The seed corn I bought of you came up fine, had a good stand. Expect to order more of you this winter. Yours truly,

J. P. WARR.

MONTEZUMA, IOWA, Nov. 26.

Dear Sirs:—

I have no complaint to make, had little over 5,000 bushels from seventy acres by weight so you can judge my stand of corn. I have sold more seed corn than I paid out. Nothing pays more than to change seed corn, especially from different territory and change of soil. I plant my corn 3 feet 4 instead of 3 feet 6. Have done so for a number of years.

Yours truly,

H. F. CARL.

DELMAR, IOWA, Nov. 14, 1915.

Dear Sirs:—

In reply to yours of the 13th instance, will say that I feel safe in saying that almost every grain of seed corn gotten from you grew in spite of the bad weather conditions. The weather was such after planting that the corn was three weeks coming up. I had the best stand of corn that there was in this part of the country, that was planted at that particular time. As for corn maturing, I cannot say much. First frost hit and killed it on October 9th and at this time it is far from dry enough to crib. But it is about as good as the average.

It seems to me that we are all trying to raise too big corn. The seasons are not long enough to mature it. I am going to plant a variety that matures earlier in the future. Trusting that my report is all that you can expect for a year like this. Will close wishing you a successful future.

L. A. WINLEY.

FAIRFIELD, IOWA, 1914.

Dear Sirs:—

The seed corn I received of your company grew fine and made a good stand. Every grain must be grown. If you have a catalog ready, mail me one as I may be interested in some more corn.

I remain yours respectfully,

W. J. HANKS.

SCRANTON, IOWA, Nov. 15, 1915.

Dear Sirs:—

In regard to seed purchased of you last spring, will say that germination was first class, but owing to backward and wet season, did not mature very well, which is the case with nearly all corn this year. Would like to have prices on your seed for this season. Yours truly,

W. G. ROBSON.

### Extra Big Crop in New York

HAMMOND, N. Y.

Dear Sirs:—

The corn that we bought of you done fine this year. Had an extra big crop and extra well pleased with it. Yours truly,

A. W. ROGER.

### Recommends Our Corn in Nebraska

KEARNEY, NEB., Nov. 15, 1915.

Dear Sirs:—

In reply to your request in regard to the seed corn I got from you last spring, I can say it was alright in every way. But as I am on the Platte River bottom it was so wet and cold that it did not mature. So I cut it up and put it in silos. I expect to depend on you for seed next spring. I will recommend your corn. Yours as a customer,

J. E. KENNEDY.

L. K. ELLSBERY & Co.,  
Geneseo, Ill.

Gentlemen:—

I planted your seed early last spring, before a cold rain, so it laid two weeks before it came up. I got a fair stand, a little thin, but it made it better for this dry summer. It went over fifty bushels, so I was well pleased with your corn. Yours truly,

INGWER ANDERSON.

DE WITT, IOWA, 1916.



## **We Are Personally Interested**

**W**E are personally interested in the success of our customers. We give you the very best knowledge and attention we can. We put knowledge, our experience, and our reputation into our corn.

Mr. Ellsberry, our President, has had ten years in the seed corn business, he is a graduate of the University of Illinois, member of several scientific societies, President of the Geneseo Short Course and Farmers Institute for two years, and is interested in everything that makes up BETTER AGRICULTURE.

Mr. Sutton, our Vice-President, is the head of the G. D. Sutton Co. of Mason City, Ill., which is the Largest Seed Corn Firm in the world. He has had years of experience in the seed corn business, and is perhaps the most active and best known seed corn man in the country, and the reason is he "PLEASES HIS CUSTOMERS."

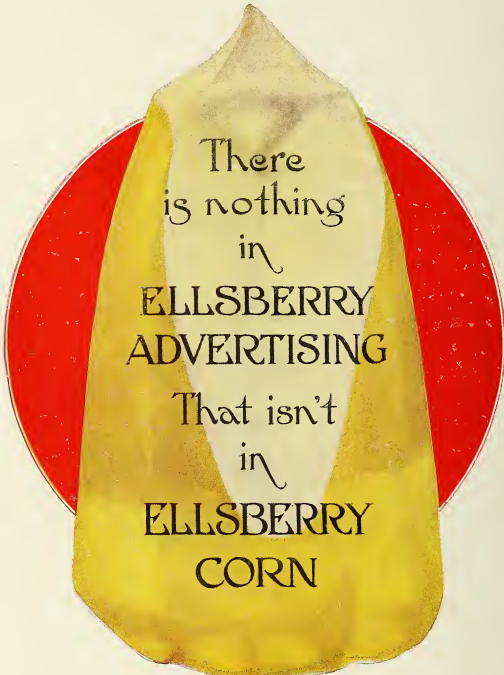
Mr. Withrow, our Secretary and Treasurer, is a farmer of thirty-five years' experience. He knows corn from seed to steer, for he has always been a big feeder. Mr. Withrow has been a supervisor for several terms, school director, and councilman, he is active in everything which makes for better crops, better farms, and better homes.

We will do our best to serve you and ask you to order early.

Very truly yours,

L. K. ELLSBERRY & COMPANY.





There  
is nothing  
in  
ELLSBERRY  
ADVERTISING  
That isn't  
in  
ELLSBERRY  
CORN